United States Special Operations Command Technical Industrial Liaison Office

United States Special Operations Command Chemical Conference

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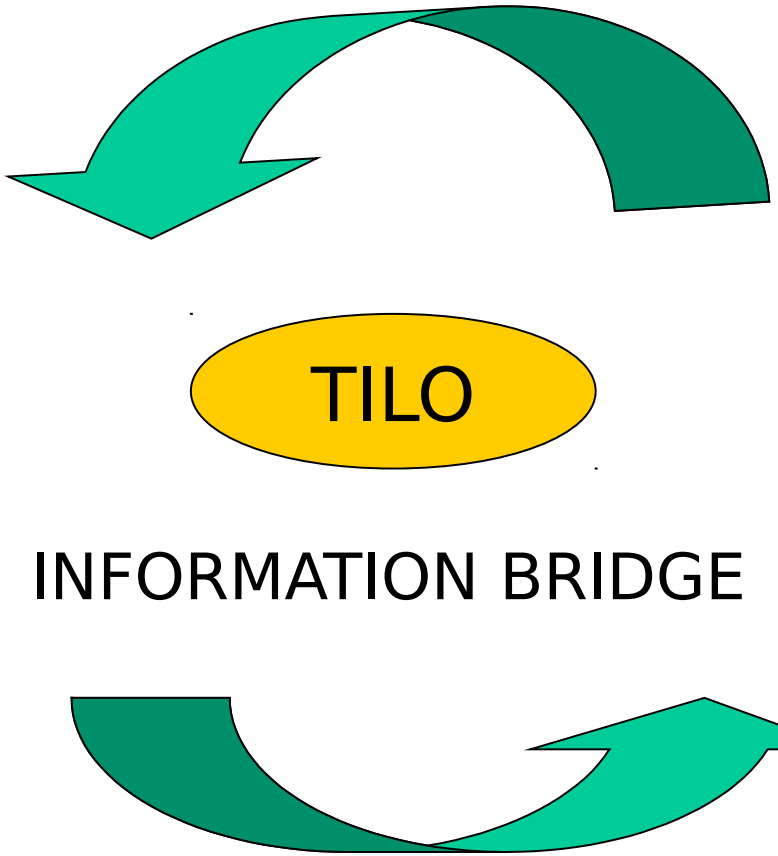
Joseph R. Daum

Overview

- Technical Industrial Liaison Office (TILO) Purpose
- Briefing Process
- USSOCOM Product Interest
- Tips For Finding A Sponsor
- Submitting Contractor
- Information APBI 2005

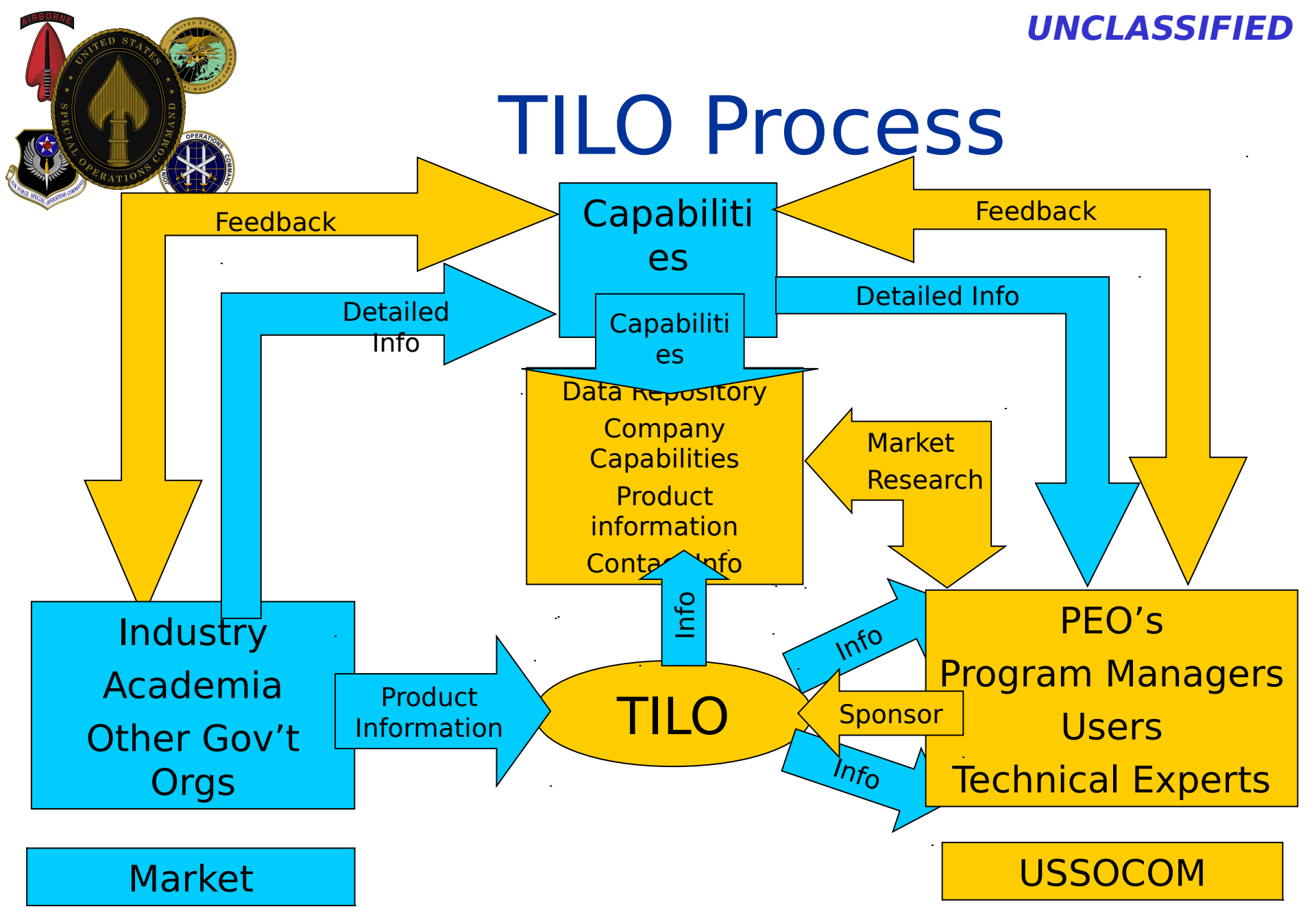
TILO Purpose



TILO Purpose

- **Facilitate Market Research**
- **Facilitate Communication & Understanding Of USSOCOM Needs**
- **Prevent Improprieties And Protect The Integrity Of The Procurement Process**
  - **Provide Central Point Of Contact For Marketing To Ensure Equal Treatment**
  - **Focus Capability Briefings To Action Officers - Not Commander Or AE**
- **Not Intended To Restrict Communication**

TILO Process



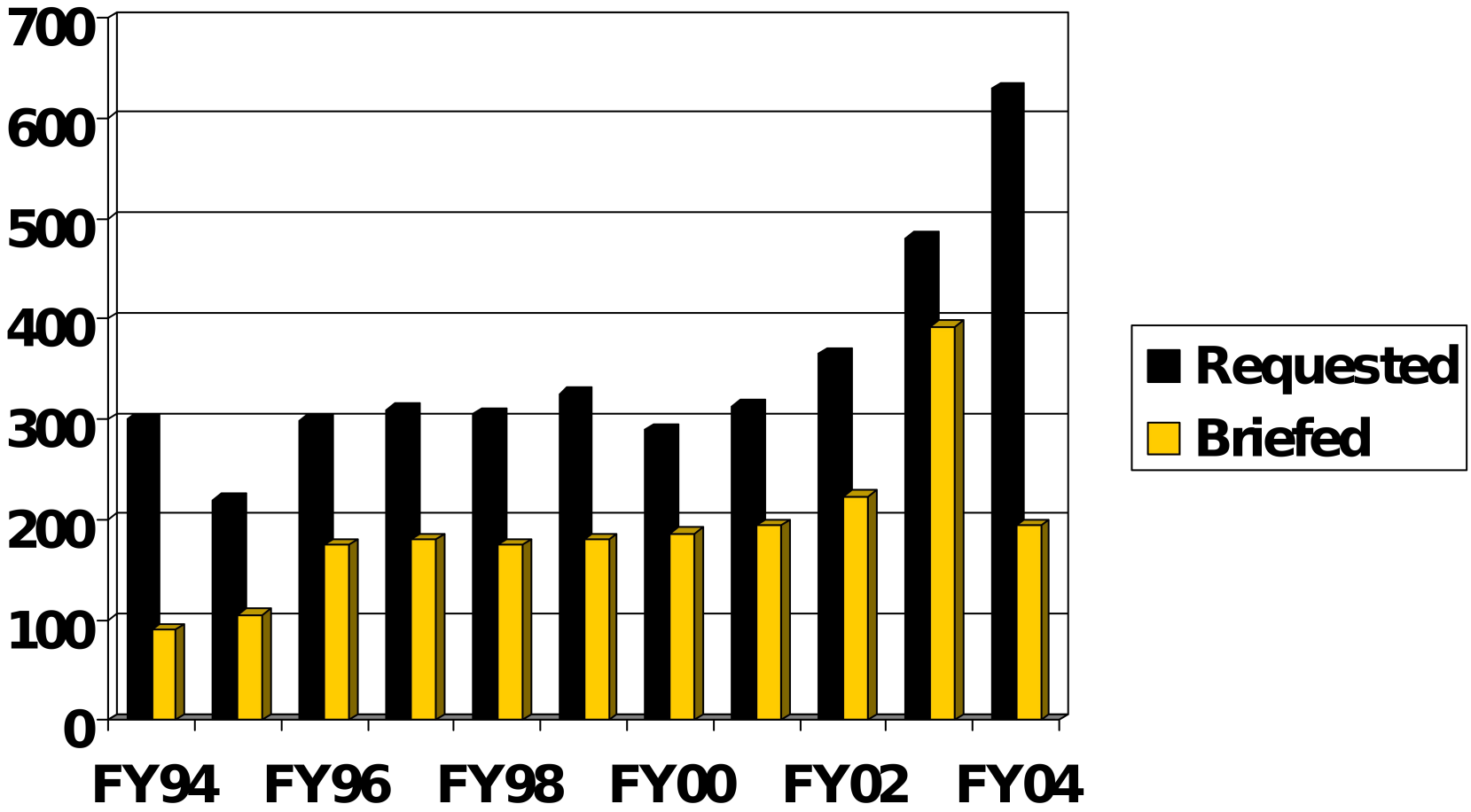
TILO Process

- **Contractor Submits:**
  - **White Paper**
  - **Briefing**
  - **Company Information**
- **TILO Begins Sponsor Search By Staffing Company Information To Appropriate USSOCOM Personnel**
- **If A Sponsor Is Located, TILO Schedules A Contractor Briefing And Formally Announces Date/Time To Command**
- **Briefing Time: 1 Hour Plus ½ Hour For Feedback**
- **Attendee Roster Provided To Contractor W/**

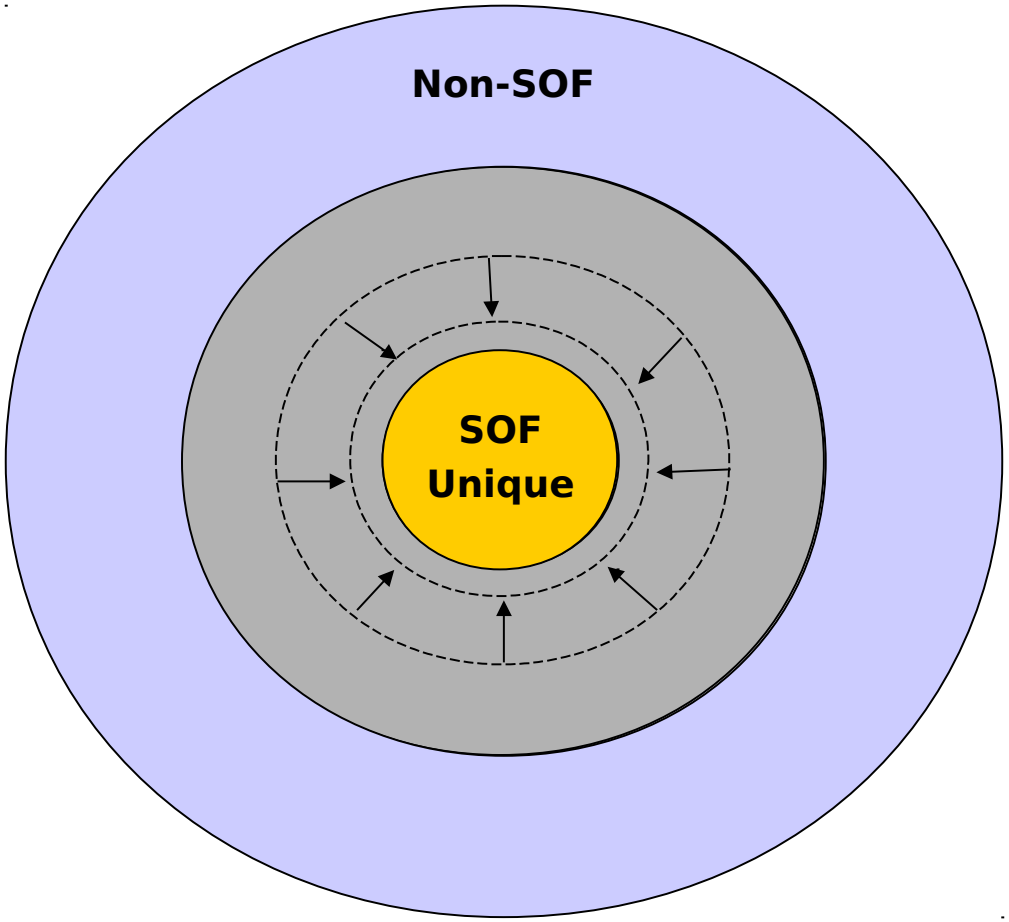
Contractor Benefits

- Focused Marketing To Target Audience
- Exposure To Entire Command
- Equal Treatment
  - You Don't Need To Know Someone To Get Into USSOCOM
  - All Contractors Go Through Same Process
- Record Of Briefing Request, Briefing Material And Contact Information Is Retained By TILO For Future Reference By All USSOCOM Personnel

Contractor Briefings



USSOCOM Product Interest



TILO Tips for Marketing to USSOCOM

- Define How Your Product Can Meet USSOCOM Specific Requirements (Research Available At APBI, Fedbizops, www.socom.mil)
- Existing Products Preferred Over Developmental Concepts (COTS, NDI, etc)
- Focus On Specific Products Rather Than An Overview Of Your Company
- Do Not Request To Provide A Briefing On USSOCOM Requirements That Are In The Solicitation Phase Of An Acquisition
- Identify Potential Sponsors

What Do I Need From You

- Firm/Address/Phone/Email
- Product/Service Description
- Proposed Dates
- Classification Of Brief
- Audio/Visual Support Needed
- Target Audience

APBI

SOF Week/Advance Planning Briefing to Industry

June 6 -10, 2005

For Exhibitor and Registration

Information go to:

www.meetingmattersplus.com

TILO Contact Information

Mail: HQ USSOCOM
Attn: SOAL-MT
7701 Tampa Point Blvd.
MacDill AFB, FL 33621-5323

Fed Ex: HQ USSOCOM
SOAL-MT (Joseph R. Daum)
Bldg. 501, Room 235

Phone: (813) 828-9482
Fax: (813) 828-9488

E-mail: tilo@socom.mil
Web site: http://soal.socom.mil